

34	Is the entire lease commission payment due the contractor at the time of a lease award?	OPEN - Commission terms and conditions will be negotiated between broker and lessor.
35	Please clarify how the commission will be established on a lease transaction, as follows: <ul style="list-style-type: none"> - Between the IRS broker and Lessor under a separate agreement; or - Stated in the commission paragraph of the SFO whereas all Offerors bid on the same commission amount; or - The amount of commission stated in the offer from the Lessor that is awarded the lease. If so, what happens if the commission amount is not fair and reasonable and does not represent common business practice? 	Commission terms and conditions will be negotiated between broker and lessor.
36	How many contracts may be awarded by IRS through this RFP effort? How many, if any, are set aside for small business respondents?	The IRS intends to award one requirements contract from this solicitation. This is a full and open competition.
37	What definitions are being used for "rural," "urban" and "major metropolitan" area in Section L?	Rural is defined as any community with a population of less than 50K that is not immediately adjacent to a city with a population of over 50K. Urban is defined as any incorporated community with a population of 10K or more. A community between 10K and 50K is urban per GSA and rural under RDA. But no conflict based on a GAO decision.
38	What working definition should be used for "regionally" in the Leasing Experience Chart in L.6.7?	OPEN - Reference the following website map http://www.eia.doe.gov/emeu/rep/maps/us_census.html
39	Please clarify the intent of the Indirect Rate Chart in B.2.4	The Indirect Rate Chart is requested to facilitate future negotiations should additional labor categories be required in the architect/engineering pricing section or the relocation pricing section. An amendment will be issued to clarify this point.
40	Please clarify that our Subcontracting Plan volume should include not just the prescribed small and disadvantaged business subcontracting plan, but also one single page highlighting how our plan encourages Small Disadvantaged Business participation as a subset of all small business participation.	Section J, Exhibit 11 will be revised in Amendment 1 to include the SDB Target Form and the SDB Target Identification List Form. Each offeror shall complete these two additional forms as well as the Subcontracting Plan Outline.
41	On page 26 - Section B.2.4 - Indirect Rates. We do not understand what this table and what indirect rates are here. And who should be completing this - the Broker, the A/E, or the Relo person? Just need some clarification as to what you are asking for and what "indirect rates" are.	Please see the response to questions 14 and 39 above.
42	On page 236, Section J, Exhibit 11, the solicitation states, <i>All offerors, including small business concerns, must provide, with their proposals, targets expressed as dollars and a percentage of the estimated</i>	This \$3M figure was purposely selected as a low expectation for purposes of completing the small business plan goals. At this time an accurate estimate is unknown because the IRS

	<i>contract value, \$3 Million annually (to include commissions paid to brokers by the lessors), and how the targets were developed. Does the IRS anticipate no more than an aggregate of \$3million for broker services, A/E work and relocation services to be awarded to the selected contractor?</i>	does not know which expiring leases will have facilities available in the GSA inventory and which leases will require broker services.
43	<p>A follow-up question to the answers to questions 31 and 32 (from the Pre-Bid Conference Q&A hand out) regarding the number of relevant experience transactions to be provided in our response.</p> <p>The answers indicate that 30 such transactions should be provided in our offer. We would like to clarify that this is not the limit for the number of transactions provided in our response to point 10 of the Client Account Data in Subfactor 1(d) in Section L.6.7.1, but instead the number of transactions we single out and detail as providing services similar in size and complexity as those which will be required by the IRS.</p>	Your understanding is correct.
44	Is the small business standard for NAICS 531210 currently \$1.5M or \$2M?	\$2M. Please correct the cover letter to the solicitation, changing "SMALL BUSINESS SIZE STANDARD: \$1.5M" TO SMALL BUSINESS SIZE STANDARD: \$2M".
45	Can a company submit as a prime on one proposal and a subcontractor on another proposal?	Yes. The only restriction is on the number of offers a company can submit as a prime contractor. Companies are restricted to submittal of one offer as a prime contractor.
46	Will there be a 10% evaluation preference for an 8(a) company acting as a prime contractor?	No. There has never been a 10% preference for 8(a) firms. However, at one time there was a price preference for small disadvantaged businesses (SDBs) and the majority of 8(a) firms fall into that category. The SDB price preference expired n April 19, 2006.
47	<p>Reference question # 13 – competitive bidding for subcontracts.</p> <p>A) Does this apply to all subcontractors and all types of subcontractors?</p> <p>B) If the prime contractor is meeting the % and goals of subcontracting in each class, please clarify the types of competition sought.</p>	Paragraph L.6.6 .b.iii will be deleted in Amendment 1.
48	<p>Would IRS consider establishing a competitive range for each procurement?</p> <p>If not, then would IRS consider stating the commission rate in the SFO's for each procurement?</p> <p>If not, then would the IRS consider establishing a competitive range: for each procurement and any offers not containing a market rate commission within that competitive range be excluded from consideration?</p>	OPEN - Commission terms and conditions will be negotiated between broker and lessor. Answers to each question is "No"

49	How will IRS cover travel cost of the winner broker or the broker's subcontractors? Depending on the size of the project the broker or moving services subcontractor may have travel expenses. Travel is not listed on pricing pages.	Travel costs associated with services referenced in Sections C.1 through C.4 of the Statement of Work will be absorbed by commissions received. Travel costs associated with services referenced in Sections C.5 through C.10 of the Statement of Work will be treated as other direct costs (ODCs) and included in any task orders negotiated for those services.
50	What leases will be available to the service provider?	Requirements for leasing of facilities of less than 10,000 sq ft will fulfilled by GSA as will prospectus level leases. The IRS may have the capacity to perform a limited number of smaller leases.
51	How many leases will the service provider be given?	OPEN – Exact number is unknown because GSA has the first option to locate IRS space in federally-controlled space and IRS has option to handle the transaction itself.
52	How will funds be made available to the lessor?	Leases will be paid on a monthly basis.
53	Will leases be for a 5 year firm term?	Leases will be for a 5 year firm term funded annually. IRS will either fund the 5 year term “up front” or allow the awardee to negotiate termination terms for inclusion in the lease.
54	If you lack the ability to pay the termination fees, you will have the ability to pay termination fees?	OPEN – See answer to #53
55	What if a lessor refuses to pay a commission or a market rate commission?	OPEN - Commission terms and conditions will be negotiated between broker and lessor
56	Will IRS consider using a different method of present value analysis from that used by GSA due to the problems being experienced by brokers on the GSA broker contracts today?	OPEN - No

	<p>I noticed a handful of what appear to be duplicate leases in the exhibit, however. There is a chance that IRS has 2 leases of exactly the same size and expiration date in these markets, but I don't think this is the case. If you could let me know if these are in fact duplicates, that would be helpful...especially because some of them have the potential for large commissions and we don't want to end up with a faulty model in building the pricing tiers.</p> <ol style="list-style-type: none"> 1. Louisville, KY, 12/6/06, 17,408 SF (duplicate?) 2. Lakewood, CO, 3/24/08, 30,158 SF (duplicate?) 3. Cheektowaga, NY, 7/16/10, 31,050 SF (duplicate?) 4. Anchorage, AK, 10/19/10, 33,743 SF (duplicate?) 5. Independence, OH, 1/26/10, 61,807 SF (duplicate?) 6. El Monte, CA, 4/23/07, 74,406 SF (duplicate?) 7. Pittsburgh, PA (4 leases, each of 74,498 SF with 4 different expiration dates, 5/18/08, 8/20/08, 2/6/09, 8/21/09) 8. Jacksonville, FL, 11/2/10, 109,011 SF (duplicate?) 	<p>These are all duplicate locations. For Pittsburgh, 4 leases roll up to 74,498 sf.</p>
	<p>In evaluating the commission credit proposed by the contractors in the price proposals, how will IRS determine best value?</p>	
	<p>Is there a way to ensure all submissions utilize common assumptions relative to market fees and credits so that proposals are compared on an apples to apples basis?</p>	
	<p>If the landlord is unwilling to compensate the vendor with market fees, will the contractor be allowed to adjust the credit back to IRS?</p>	<p>No</p>